

## Hi-Tech Software Solutions

<b>Contact:</b>				
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<b># of years in business: current brand</b>	27			
<b>Number of installed clients</b>	300			
<b>Product</b>	Hi-Tech Software Solutions (HTS)			
<b>Version/Operating System</b>	Current Release 9.06 (as of 6/30/09) on Windows			
<b>Business Model</b>	Client Server or 3rd party hosting			
<b>Average time of implementation</b>	6-8 weeks			
<b>When CCHIT begins to certify Nursing Home EHR products, do you anticipate becoming certified?</b>	Yes			
<b>System Features (all electronic)</b>				
ADL Capture	We interface to Resource Systems' CareTracker product to export resident admits and discharges and import MDS responses from observations entered.			
Admission/Discharge Information	Yes, resident stays are tracked individually under the same resident ID number. New stays are established based admit and discharge dates, <u>changes in level of care and changes in payer source.</u>			
Assessments	Yes, several assessment templates are included, Users can edit these and build their own new assessments.			
Billing	Yes, Resident Accounting is a census-driven application and includes Medicare, Medicaid, private and commercial insurance billing on UB04 or 1500 forms. Other accounting applications include Resident Trust Accounting, General Ledger, Accounts Payable, Payroll, Human Resources and Fixed Assets.			
Care Plans	Yes, RAP driven or manual selection from a facility-maintained library of problems, goals and approaches. (P/G/A)			
Clinical/Quality Reporting	Yes, QI from MDS history and QA reporting on Diagnoses, Medications, Care Plan P/G/A, MDS responses and Unresolved Conditions			
Clinical Record	Yes, access to all of a resident's records through one program			
Decision Support	No			
Dietary	No, not a dietary application, but dietary orders can be entered			
ePrescribing	Yes, the IMAR product we offer uses a bar-coded medication scanning process and includes options for Medications, Treatments and Tasks. Software is provided by a 3rd party vendor, but installed, trained and supported by HTS.			
Electronic Orders/Management	Yes, see ePrescribing above			
Integrated Bedside Vitals	No			
MDS Review	Yes, all history records are saved and can be viewed or included in various reporting capabilities.			
Medication/Treatment Administration	Yes, this is a paper-based system that can be used in place of the IMAR system. See ePrescribing above.			
Progress Notes	Yes, secure notes stamped with user name, date and time. Notes can be locked by the user to prohibit changes.			
Results Management	No			
Others (please specify)	Record and report on Activities, Events, Inoculations. Resident Calendar tracks appointments, labs, etc. Respiratory and Rehab (PT, OT, ST) Therapy applications allow therapists to record and report on therapies provided. Therapy charges interface to the Resident Accounting application.			

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### PRICING

Software	Per bed, per day pricing model, billed monthly (\$400 per month minimum charge). Monthly fee depends upon applications installed. ~Resident Accounting \$0.12 per bed per day (regularly \$0.13) ~General Accounting \$0.14 per bed per day (regularly \$0.15), and includes GL, AP, Payroll, Human Resources and Fixed Assets. ~Clinical Records \$0.22 per bed per day (regularly \$0.27), and includes Respiratory and Rehab Therapy applications. Further discounts for groups are possible.			
EHR Template Customization	HTS is not a template based application			
Licensing fees	5-user license is included. Increase the licensing for a one-time fee. 20 users \$3750, 50 users \$5550, 100 users \$8550. Additional licensing is available. Contact HTS for cost.			
Renewal required?	No			
# of staff included	See Licensing fees above			
Training	On-site training -\$750.00 per trainer, per day, regularly \$950.00, plus travel, local transportation, lodging and meals at our cost.			
Trainer	See Training above			
Implementation	Usually installed on-line at no additional charge			
Interfaces	Programming, if necessary, is \$80 per hour (regularly \$90). Monthly support fee is \$45 (regularly \$50) for most interfaces			
e-Prescribing Interface Setup	\$4,000 one-time fee that includes setup, installation, testing and 24 hours of training. Travel, local transportation, lodging and meals at our cost will apply.			
e-Prescribing Ongoing	Per bed, per day pricing model, billed monthly, with an \$800 per month minimum monthly fee (regularly \$850). 76-125 beds \$0.39 per bed per day 126-324 beds \$0.34 per bed per day more than 324 beds \$.029 per bed per day			
Lab Interface Setup	N/A			
Lab Ongoing	N/A			
Radiology Interface Setup	N/A			
Radiology Ongoing	N/A			
Support	Included in the per bed per day price, billed monthly			
Frequency?	Unlimited telephone support from 8:00am until 5:00pm ET is included in the monthly fee.			
Support provided via:	Support is provided via phone, fax or email. Online access to the client's data and program files is gained through a GoToAssist connection, with the client's assistance.			
Maintenance	Included in the per bed per day price, billed monthly			
Upgrades	Included in the per bed per day price, billed monthly			
Training for upgrades?	Training for upgrades is provided through on-line webinars and regional workshops, all at no additional charge. Training points are accrued annually by each facility based on the number of beds and these points can be used to "purchase" trainer time, avoiding additional charges for training beyond the intial time provided during installation. See Other Costs section below for more details on the Points program.			

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<b>Hardware &amp; Peripherals</b>	N/A
<i>Server</i>	
<i>Workstation</i>	
<i>Monitor</i>	
<i>Other (please specify)</i>	

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Demographics Conversion	Included at no additional charge. We also build your vendor files, GL chart of accounts, payroll departments, employee demographics, enter beginning balances and code items to the GL. Files necessary to begin using the system live upon installation will be pre-built for the client at no additional charge.			
Other 3rd party products	Resource System' CareTracker, as discussed in ADL Capture above. ExactMed's IMAR (electronic medication adiminstration) as discussed in e-Prescribing sections above.			
List any and all other costs associated for your product:				
No additional software or support costs, beyond those listed above. All regular telephone support, program maintenance, updates, webinars and regional workshops are included in the monthly fee. Custom programming and other special projects are reviewed and quoted. Client approval is required. On-site or on-line training requested after initial training is complete can be "paid for" with points. Points are accrued annually (.2 points per bed up to a maximum of 20 points per year). On-line training is 1/2 point per hour; on-site training is 1 point per hour. Travel and overnight charges, if necessary, would be billed to you at our cost. When points have been used, additional points can be purchased or our time can be billed as a fee for service at our discounted hourly rate of \$80.00 (regularly \$90.00)				
List any other unique features for your product:				
Our goal is to provide a software product that will allow our clients to record, track and report on the information that is vital to daily financial operations and resident care. Because we include all of the products and services in one monthly fee, based on the number of beds in your facility, you can easily budget your software costs. Our monthly fee assures that you always have our most current programs, and the support and training you need.				